

PRODUCT BULLETIN

Product(s):	Narkomed 6000 Series
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Pages:	4

Subject: Narkomed 6400 Field Upgrade Kits

The after market kits for upgrading a Narkomed 6000/6100 to a Narkomed 6400 are now available for quoting. Please note the actual upgrade kits will not be available for installation until March 2003. There is special promotional pricing in place for pre-selling this upgrade prior to the end of Q1 2003.

General Overview

The Narkomed 6400 upgrade includes the following new features:

Hardware Enhancements

- Electronic Fresh Gas Flow measurements
 - Flow sensor hardware added to measure O₂, N₂O and Air
 - Flow tubes/user interface on front of system remains the same
 - Vitalink export of data to IT systems
- New GAP (Gas Analysis Pod)
 - Current GAP pod is replaced with GAP2 pod
 - Provides dual agent ID
 - Closed loop pump control, no service calibration required
 - Dräger Waterlock water trap replaces Ohmeda water trap for improved performance
- Hot swapping pod support for IPM and GAP
 - Changeable during a case
 - Automatic identification of new pod without power cycle

Software Enhancements

- Alarm enhancements (New Alarms)
 - Tidal Volume Low (Volume mode)
 - Pset not Met (Pressure mode)
 - Fresh Gas High Reminder
 - MAC High
- Alarm Enhancements (Improved usability)
 - Ability to disable CO₂ alarms during mechanical ventilation
 - Pressure alarms (high/low) default automatically OFF in Man/Spont mode
 - New algorithm for setting Auto Pressure Threshold apnea line
 - Remove GAP calibration at first breath detection
 - Audible tone added to all NIBP alarms
 - Audible tone added to VOL SENSOR disconnect alarms
- Overlapping Invasive Blood Pressure Waveforms (IPM option)

- Additional parameters added to Datalog and Trend information
- User interface enhancements
 - Alarm window anchoring
 - Softkey status highlighting
 - Confirm tone volume adjustment
- Additional Leak & Compliance data in Vent Info notebook
- Templates & Sounds (**Note:** previously sold as a software option, now included in upgrade)
 - Allows user to configure, save and recall preferred alarm and system settings (templates)
 - Up to 300 user templates can be stored
 - New Custom Trend page (ability for user to configure a trend display)
 - Three new Respitone™ Sounds

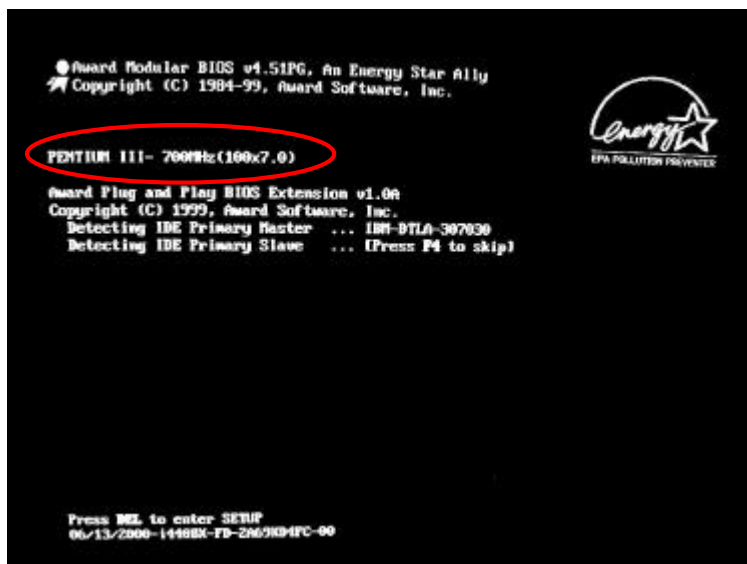
Optional Upgrade

- Three Vapor Exclusion System
 - 3rd vapor position added to current exclusion system (removable vaporizers)
 - Single actuation, familiar user-interface
 - The 3rd vaporizer upgrade can also be offered as a stand-alone enhancement (independent from the NM6400 upgrade)

Upgrade Pricing & Availability

Please Note: To determine the upgrade kit required, the processor speed (e.g. 166MHz, 233MHz, or 700MHz) and product configuration (IPM vs. non-IPM) of the NM6000/6100 to be upgraded **must** be identified.

The processor speed of the system is easily identified on the boot up screen after a quick power cycle (see Figure 1).



This screen is displayed shortly after a Main Switch power off with a quick restart (within 10 seconds).

Figure 1. Boot up screen, system with 700MHz processor.

<u>Description</u>	<u>Part Number</u>	<u>Promotional Price</u>
Choose ONE of the following kits		
NM6400 Upgrade Kit (upgrading from NM6000/6100 w/700MHz CPU, with or without IPM option)	# 4118146	\$ 5,000
NM6400 Upgrade Kit (upgrading from NM6000/6100 w/ 233MHz CPU with IPM option)	# 4118147	\$ 5,000
NM6400 Upgrade Kit (upgrading from NM6000/6100 w/ 166/233MHz CPU without IPM option)	# 4118148	\$ 5,000

It is essential to quote the correct upgrade kit to ensure proper installation of the upgrade.

Upgrade pricing includes all applicable Service installation charges. Additionally, the \$5,000 promotional price reflects a GAP (Gas Analysis Pod) credit issued on receipt of the old GAP for \$1,500 in addition to a Q1Promo of \$1,500. See quote template for details.

Dealer Pricing:

- 20% discount off list price with Dräger Service installation
- 30% discount off list pricing without Dräger Service installation
- Old GAP must be returned to receive \$1,500 GAP credit

Upgrade kits will be available for installation in February 2003.

Third Vaporizer Field Upgrade

Please note: To correctly identify the proper upgrade kit, the system serial number **must** be identified. A change to various internal components surrounding the vaporizer mount was cut in to production on 10/16/02 beginning with serial #11271. All systems prior to serial #11271 will require upgrade kit #4118083. All systems with serial number #11271 and higher will require upgrade kit #4118082.

<u>Description</u>	<u>Part Number</u>	<u>List Price</u>
Choose ONE of the following kits		
3 rd Vapor Upgrade (system serial number below # 11271)	# 4118083	\$ 6,500
3 rd Vapor Upgrade (system serial # 11271 and higher)	# 4118082	\$ 6,500

This pricing reflects the FIELD UPGRADE kit for the 3rd vaporizer option for existing NM6000/6100 customers, not the pricing of the 3rd vaporizer option on new production Narkomed 6400 systems. The above pricing includes all applicable Service installation charges.

Dealer Pricing:

- 20% discount off list price with Dräger Service installation
- 30% discount off list pricing without Dräger Service installation

Special Combination Promo

Special pricing is in effect for the bundle of the NM6400 upgrade with the 3rd Vaporizer upgrade. This \$13,000 value is offered for \$10,000. This special pricing reflects the Q1 Promo (\$1,500) PLUS a combo purchase discount (\$1,500). This pricing combination is reflected in the current quote template.

All Q1 promotional pricing is in effect until the end of Q1 2003.

New Production Narkomed 6400 systems

New production Narkomed 6400 systems will be available for shipment in late Q1 2003. A follow-up product bulletin, new system pricing and revised quote template will be issued in the near future.

Feel free to contact Mary Kyryk at ext. 2619 or kyrykm@draegermed.com if you have any additional questions.

Wishing you much success in leveraging this powerful new upgrade to the NM6000/6100 in your sales effort.